The prices for each vendor are grouped according to those applicable to end offices, remote switches and tandem switches. ¹⁰ End office prices are charges for switch replacements, growth in switching systems, the placement of entirely new switches and the buyout of previously placed capacity.

In the case of a switch replacement, the pricing structure varies considerably among the three vendors. SICAT accounts for these differences in calculating line, trunk and usage investments.

Vendor A replacement line charges cover all replacement switch hardware - line and trunk peripherals, the switch matrix, processors and memory, etc. Three different line prices are provided for the different usage levels. Vendor A replacement costs are incurred for both analog and digital lines.

A price is shown for a trunk on a replacement switch, although trunks are already covered by the line price. The trunk price is used in SICAT to remove the trunk costs implicit in the line price so that trunk costs can be separately identified. Line termination and trunk access are two different switching functions.

Prices per line also are provided for replacement and conversion services provided by Vendor A. These services are described in Section 3.1.1.

Vendor B has single analog line and digital line charges for replacement switches. As with Vendor A, the line price covers line termination, usage and trunks. Since Vendor B does not provide a trunk price for replacement switches, SICAT uses the price for growth trunks to remove the implicit trunk costs covered by the line price.

To identify the switch costs for usage or CCS, SICAT takes a different approach for Vendor B switches. When lines are expected to have higher usage, Vendor B engineers and places additional switch ports to increase the call handling capacity of the switch. Prices for each port are provided for Vendor B end offices and hosts. These are shown at the bottom of the Vendor B price list. The prices are used in the CCS investment spreadsheet to measure CCS investment.

Vendor C pricing for replacement and new switches is quite different from the other two vendors. Vendor C offers its first seven replacement and new switches at a nominal price. This pricing provides for approximately 75 thousand lines of switch capacity, and covers line terminations, usage, and trunks. Vendor C provides another fifty thousand lines of replacement or new switching capacity at no charge. Beyond this, a price per analog line applies. There is no separate charge for replacement or new digital lines.

The next group of vendor prices is for growth additions to existing digital switches.

¹⁰ SBC's current vendor contracts are referred to as Digital Network Deployment (DND) contracts.

Vendor A provides prices for analog lines (at three usage levels) and trunks. In addition, a price is included for the Integrated Digital Carrier Unit (IDCU), used to terminate digital lines in the switching system. The IDCU price is for a DS1 channel termination.

Vendor B also has charges for growth analog lines and trunks, but its pricing for digital lines is different from Vendor A. As described in Section 3.1.1, there are two options available for providing digital lines – one using ESMAs and the other SMSs. The first ESMA price applies until SBC purchases a certain number of units. After this, a lower ESMA price applies. ESMAs are capable of terminating 1,920 digital lines. For the SMS option, a single price applies for all units purchased. A SMS terminates 24 digital lines. These prices are used to develop an average price per digital line.

Vendor C simply has charges for growth analog lines, digital lines, and trunks. The digital line and trunk prices are per DS1.

New line prices apply to new digital switching systems. New lines can be either analog or digital.

Vendor A price elements are the same as before, except there is an additional base charge of \$000,000 for each new switch purchased. This price is applied to the forecast of new switches during the planning period.

Vendor B has different analog line prices depending on whether the new switch has less than or greater than 10,240 lines. Smaller switching systems carry a higher line price. Demand forecasts for Vendor B new switch lines are separated between those terminated on switches with less than or greater than 10,240 lines. Vendor B has only one digital line price for new switching systems. The price does not vary with the number of digital lines.

Vendor C' pricing structure for new lines is the same as replacement lines.

Buyout lines and trunks represent capacity that is currently installed, but not yet activated or purchased. Forecasts of buyout lines and trunks to be activated are included in the Input – Demand spreadsheets. Applicable prices for these capacity buyouts are entered in the EF&I Price spreadsheets. All buyout prices are expressed on a per line or trunk basis.

Following the end office pricing are prices for remote switches. Typically, remote switches are located in rural areas of SBC territory where populations remain constant over time. Remote switches generally do not grow for this reason. Consequently, vendor

An IDCU enables digital access channels to be terminated directly on the switching system without conversion to analog signals. The IDCU terminates a DS1 channel with the capacity for 24 DS0, voice grade channels or access lines.

contracts contain prices for new remote switches, while end office replacement and growth prices are used as surrogates.

Vendor A's Exit Message (EXM) remote switch has a base price of \$000,000 or a per line price of \$00.00, whichever is greater. SBC did not forecast any new Vendor A remotes at the time the current contracts were negotiated.

Vendor B's Remote Switching Center - S (RSCS) is the current remote switch provided to SBC. It comes as either a single or dual RSCS, where the dual RSCS is capable of supporting a greater number of umbilical trunks between the remote and host office. The base prices for the single and dual RSCS are \$000,000 and \$000,000, respectively. SBC also did not forecasted any new Vendor B RSCSs at the time the current contracts were negotiated.

SBC does not plan to purchase *Vendor C* remote switches at this time; therefore, no prices are required by SICAT for Vendor C remote switches.

Note that remote switch prices cover line terminations and switch usage. The trunks between remotes and host switches are part of the end office investment.

Vendor pricing for tandem trunks is provided for Vendor A and Vendor B. SBC does not acquire tandem switches from Vendor C. All tandem trunk prices are expressed at the DS0-level.

At the end of each vendor price list are one or more miscellaneous price elements. These are charges identified in the various vendor contracts, agreement letters and amendments.

Vendor A pricing includes a one-time right-to-use fee for capitalized feature software costs expected in the second year of the planning period. These costs are used in the calculation of the Vendor A feature costs per line. See Section 4.1.6.

Vendor B also has several other miscellaneous price elements. Installed base hardware includes items that will be purchased to upgrade the switching network. These items are included in the network upgrade costs. Remote conversions are costs for converting older remote switches to single or dual RSCSs. Additional software charges are per-line charges for software, which is expensed. SICAT does not include these costs for this reason. The ports per umbilical prices are used in computing the incremental cost of switch usage.

Vendor C' other miscellaneous elements include capitalized RTU fees, which are included in SICAT's costs. The vendor has provided the CCS price per line at the next increment of capacity for analog and digital lines. These items are used in computing the incremental cost of switch usage. See Section 4.2.

3.1.3 Input-Upgrade Costs

Over the planning period, SBC will incur substantial costs to upgrade switching system hardware and software. This is to maintain their call processing capabilities. These costs are not based on unit prices applied to line and trunk volumes. Instead, they are quarterly or annual charges. The capitalized costs of network upgrades and software are provided in the spreadsheet Input – Upgrade Costs, which is illustrated in Figure 3.3.

Note that several of the upgrade costs are aggregate annual amounts. Others, such as Vendor A remote upgrades and Vendor B ENET upgrades, have charges per switch, which are applied to the number of upgrades to be performed each year of the planning period.

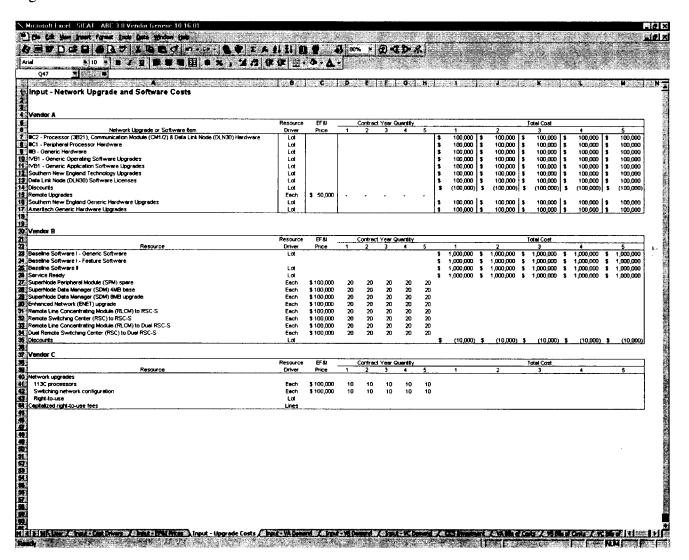
Since upgrade costs are shared by both lines in service at the beginning of the planning period and line additions, SICAT assigns a portion to each. In addition, the portion of upgrade line costs assigned to line additions is further divided among lines, trunks, usage, and features. Each of the unit investments calculated by SICAT includes a portion of these costs. The bills of costs for each switching component separately identify upgrade costs.

Following is a general description of the network upgrades and software. For more information, refer to the various vendor agreements listed in Appendix A.

Vendor A

- IIIC2 3B21, CM1/2 & DLN30 Hardware is for upgrades to the hardware and software associated with 3B21, CM1, and DLN30 switch equipment. Similarly, IIIC1 Peripheral Processor Hardware is for upgrades to peripheral processor equipment.
- *IIIB Generic Hardware* is for upgrades to generic gating hardware that is associated with generic software issued during the contract term.
- IVB1 Generic Operating Software Upgrades and Application Software Upgrades are for upgrades to switch operating system software and application software.
- Remote Upgrades are upgrades to remote switching systems.
- *DLN30 Software Licenses* are fees paid to utilize software associated with DLN30 processors.
- SNET Technology Upgrades are for peripheral and infrastructure upgrades in the Southern New England Telephone region. SNET Generic Hardware Upgrades are similar hardware upgrades.
- AIT Generic Hardware Upgrades are hardware upgrades to be performed in the Ameritech region.
- *Discounts* are credits applied to the purchase of hardware.

Figure 3.3



Vendor B

- Baseline Software I is for the purchase of generic software loads LEC002 LEC017 in the Southwestern Bell and Pacific Bell regions.
- Baseline Software II is for the purchase of incremental software for loading NA008-NA012 for the entire SBC territory.
- Service Ready elements include core processors, memory cards, PCL gating hardware, engineering start-ups, installation start-ups, load insertions, technical support, software maintenance and query tool (SMQT) and documentation.
- SPM spare is spare capacity for SuperNode Peripheral Modules.
- SDMs 4MB base are SuperNode Data Manager equipment with 4MB of memory.
- SDMs 8MB upgrade is an upgrade to the SDM 4MB base, which increases the memory capacity to 8MB.
- ENET upgrade is an upgrade to the Enhanced Network.
- *RLCM to RSC-S conversion* is an upgrade from a Remote Line Concentrating Module to a Remote Switching Center-S.
- RSC to RSC-C conversion is an upgrade from a Remote Switching Center to a Remote Switching Center-C.
- RLCM to dual RSC-S conversion is an upgrade from a Remote Line Concentrating Module to a dual Remote Switching Center-S.
- Dual RSC to dual RSC-S conversion is an upgrade from a dual Remote Switching Center to a dual Remote Switching Center-S.
- Discounts are credits applied to the purchase of hardware.

Vendor C

- 113C Processors are upgrades to host office processors.
- Upgrades to Switching Networks are generic hardware and software upgrades.

3.1.4 Input-Demand

Figure 3.4

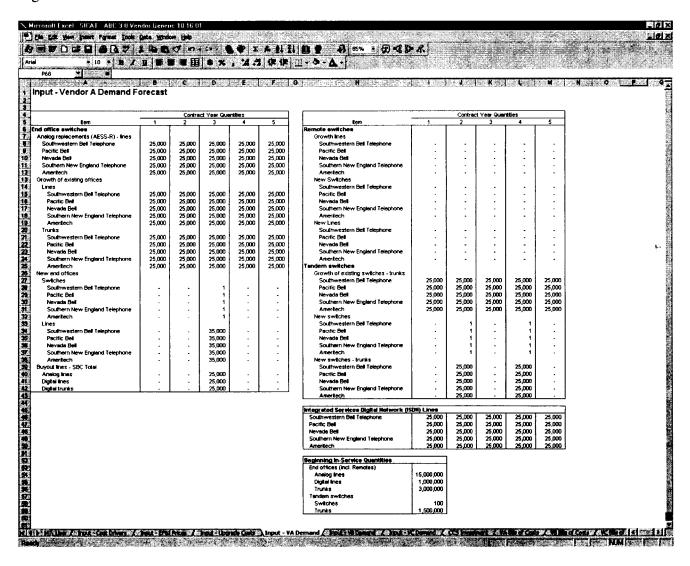


Figure 3.5

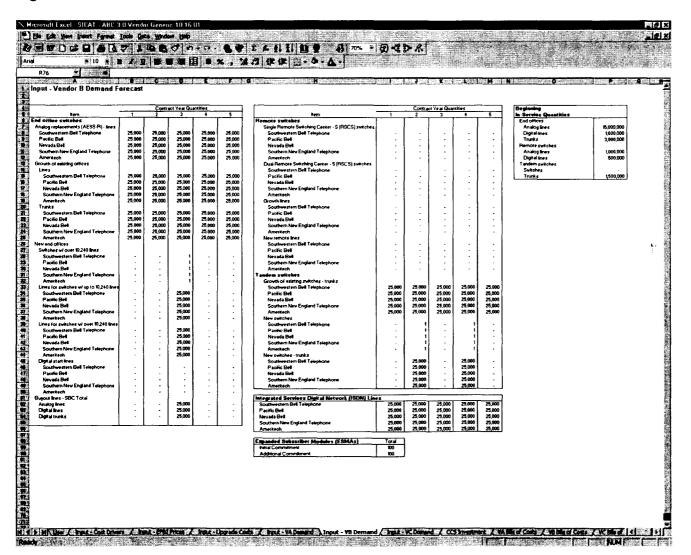
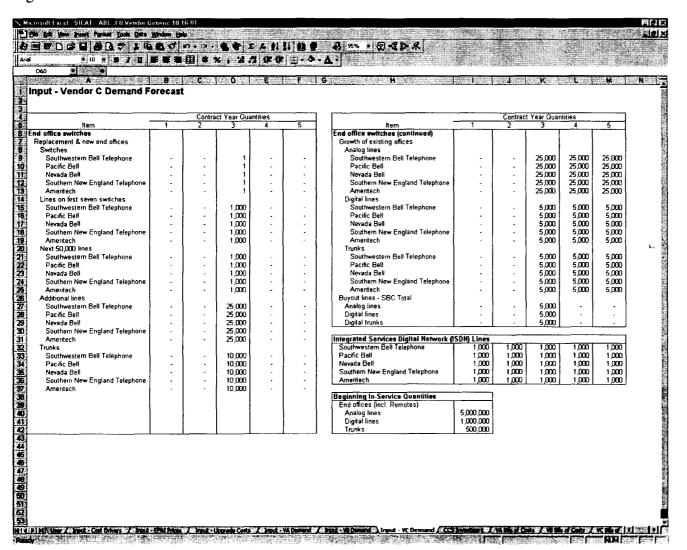


Figure 3.6



Vendor A demand forecasts.

- Annual line additions are provided for 1A ESS replacements, growth in existing switches, new switches and buyouts of capacity, ready but not yet in service. Growth trunk additions and buyout trunks are separately forecast. Replacement and new trunks will be computed from the line additions based on the line to trunk ratio.
- The forecast also includes any new switches expected during the planning period. In the example, there are no Vendor A remote additions.
- Also note there is no separate digital line forecast for switch replacements, growth or new switches. Analog and digital lines are included in the forecast shown. SICAT applies the proportions of analog and digital lines at the beginning of the planning period to line additions to derive analog and digital lines. The only digital lines explicitly identified in the Vendor A forecast are for buyout lines.
- Similar forecasts are required for growth in existing tandem trunks and new tandem switches and trunks.
- Finally, the Vendor A forecasts include annual quantities of ISDN line additions and beginning in-service quantities. The ISDN line additions are required in the feature investment bill of costs. Beginning in-service quantities are used in apportioning network upgrade and software costs between the installed base of lines and future line additions.

Vendor B demand forecasts.

The demand forecast requirements for Vendor B switches are basically the same as those for Vendor A. It should be noted that the replacement, growth and new line additions are for both analog and digital lines. SICAT applies the proportions of analog and digital lines at the beginning of the planning period to line additions to derive analog and digital lines.

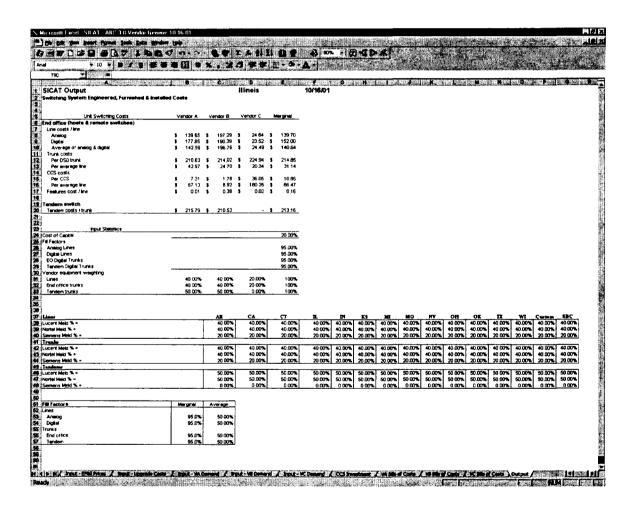
Vendor C demand forecasts.

The demand forecast requirements for Vendor C switches are basically the same as those for Vendor A and Vendor B. However, SICAT does not require Vendor C tandem or remote data.

3.2 SICAT Output

SICAT provides nine switching system *unit investments* for each of the vendors. In addition, average unit investments are computed based upon vendor equipment weightings specific to a state. These results are illustrated in Figure 3.7.

Figure 3.7



 Analog and digital costs per line are the amounts of switch investment attributable to terminating access lines. The investments are used in developing wholesale prices for switch ports and in computing the costs of retail services requiring line terminations, such local telephone services. An average cost for analog and digital lines also is provided.

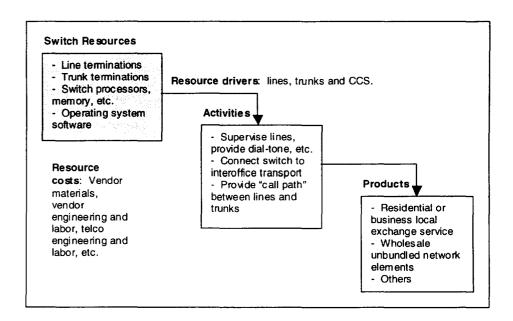
- End office trunk costs per trunk and average line represent the portion of switching investment attributable to trunk equipment providing interoffice transport. End office trunk investments are used in cost studies for retail services requiring switched, interoffice transport. These include local telephone services, toll and 800 services and others.
- CCS costs per CCS and average line represent the switching system investment attributable to processing call attempts and providing call paths among lines and trunks. The investment per CCS is used in all cost studies for retail services requiring end office and remote switch usage.
- Feature costs per line are the capitalized costs of feature right-to-use fees expressed per line.
- Tandem costs per trunk equal the forward-looking investment in tandem switching per trunk. Tandem investments are used in wholesale and retail product cost studies in which transport via tandem switches is required. This includes local services, toll and 800 services and others.

4.0 Description of SICAT Methodology

SICAT computes switch unit investments using activity-based costing.¹² The tool also reflects forward-looking, incremental costs.

Activity-based costing or ABC measures the costs of products by identifying the business activities necessary to provide products and determining the cost of these activities. Activity costs are measured based on the resources consumed in performing activities and the costs of the resources. Resources include plant, labor, etc. The ABC approach as it relates to switching systems is illustrated in Figure 4.1.

Figure 4.1



A product, such as residential local exchange service, requires certain activities performed by end office and tandem switching systems. These include supervising lines to detect call attempts, providing dial tone, connecting lines to other lines and trunks, etc. A switch consists of line terminating equipment, trunk equipment, processors and other resources that enable these activities or functions to be performed. As switch functions are performed resource capacity is consumed. There is a direct relationship between a product and switch resources consumed.

Activity-based costing is a common cost accounting technique used in the telecommunications and other industries for product costing and cost management.

Switch resources, of course, have costs, including vendor EF&I charges, telco engineering and labor costs and others. When expressed as costs per unit of capacity, costs are attributable to activities and products that consume them.

SICAT focuses on the shaded box shown in Figure 4.1. The following sections describe the methods for computing unit investments per line, trunk, etc.

4.1 Bills of Costs

Switching costs are calculated in a series of "bills of costs," similar to a bill a consumer or business receives for purchased goods or services. The bill of costs summarizes vendor contract items, prices, quantities, and total costs each year of the planning period. Costs are summarized on separate bills for lines, trunks, call, and feature usage. Separate bills are provided for each vendor. The bills of costs also capture the costs of major hardware and software upgrades during the planning period necessary to keep switching systems up-to-date.

4.1.1 Investment Per Analog Line

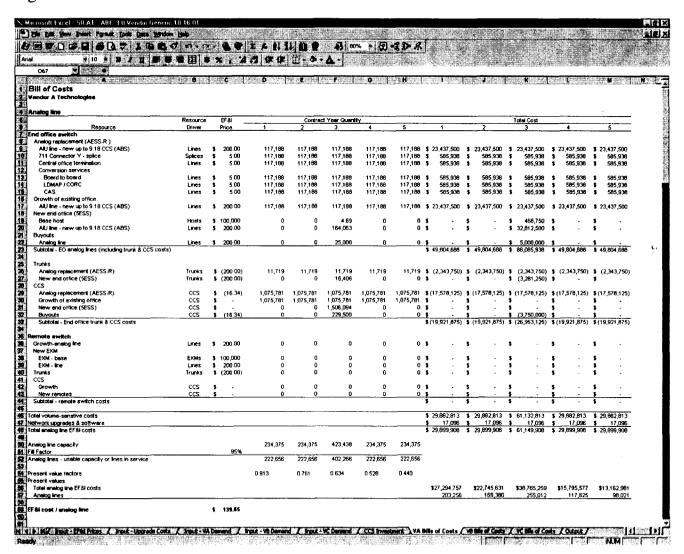
Figure 4.2 shows the bill of cost for the Vendor A analog line. Vendor price and demand forecast data are from SICAT Input spreadsheets. The bill tallies all EF&I charges associated with analog line additions over the planning period, and then computes the unit investment by dividing total EF&I costs by total analog lines. The bill also removes trunk and usage costs from the analog line charges.

The first column of the bill lists the switch resources SBC obtains from the vendor to provide for switch replacements, growth and new switches. These include access interface units, replacement and conversion services and others. These are identified in the switch contracts between SBC and the vendor. A resource driver is specified for each item. This is a measure of the quantity of the item to be purchased. The measure is defined in terms of the units actually specified in the vendor contract.

In the third column EF&I prices are shown. The values are taken from the Inputs – EF&I spreadsheet. They can be referenced to the vendor contract, as necessary.

The next five columns are the annual quantities of each contract item to be purchased. The values are the sum of the SBC regional quantities entered on the Input – Demand spreadsheets. These are the plant additions forecast by SBC's procurement organization at the time vendor contracts were negotiated. They are the same switch volumes used by the vendor in setting prices.

Figure 4.2



Some volume quantities, such as lines and new host and remote switches, are SICAT input values. Others are derived values based on cost drivers in the Input – Cost Drivers spreadsheet. For example, the number of Y-splices is calculated by applying 0 to the number of replacement lines. The number of replacement trunks is the line quantity divided by a 0:0 line to trunk ratio. Algorithms for computing annual contract item quantities are contained in cells of the spreadsheet.

It is important to note that the annual quantities represent total capacities to be purchased from the vendor. They are not engineered fills or in-service amounts. An adjustment is made at the bottom of the bill of costs to compute these quantities.

In the last five columns EF&I prices are applied to the annual resource quantities to compute total annual EF&I charges. About midway down the bill of costs, annual charges are summed before removal of trunk and CCS costs. These are amounts actually to be paid to the vendor. The charges cover not only switch line terminating equipment, but also trunks and switch usage-driven equipment. These costs must be removed to identify only switch costs attributable to line terminations.

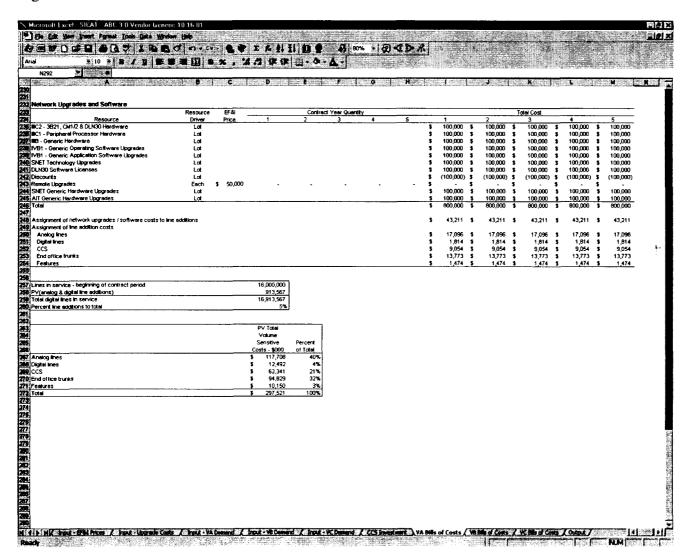
In the next section of the bill, trunk costs implicit in the line charges are computed. This is done by applying the appropriate price per trunk to the quantities of trunks for replacement and new switches. Since growth trunks are separately priced (and not covered by growth line charges), it is not necessary to remove growth trunk costs from the line EF&I charge.

Following the trunk cost adjustment are adjustments to remove switch costs for usage-related equipment. An incremental switch cost per CCS is applied to the CCS capacity provided by line additions each year of the planning period. The CCS cost is derived on the CCS Investment spreadsheet and is described in Section 4.2. The CCS capacity figures equal the product of line additions and the amount of usage or CCS for switches configured for a basic level of usage. For Vendor A, the basic usage level is 9.18 CCS per line.

After these adjustments, analog line EF&I charges are totaled for end office and remote switches. To this point, all costs are sensitive to volume forecasts. In the next step, the portion of volume insensitive, network upgrade and software costs are added. The amount attributed to analog lines is computed at the bottom of the LU Bill of Costs spreadsheet. The calculations are shown in Figure 4.3.

Network upgrade and software costs are summarized by year of the planning period. The costs are apportioned between the installed base of lines in service at the beginning of the planning period and future line additions. Then, upgrade costs attributed to future line additions are assigned to lines, trunks, CCS and features in proportion to their volume sensitive costs. In the example, 0% of lines are future additions, and 0% of volume sensitive switch costs are attributable to analog lines. Therefore, ten percent of upgrade costs are assigned to analog lines.

Figure 4.3



Returning to the bill of costs, the next step is to compute the present value of the total analog line costs and the present value of analog line additions. First, line additions must be adjusted for spare capacity.

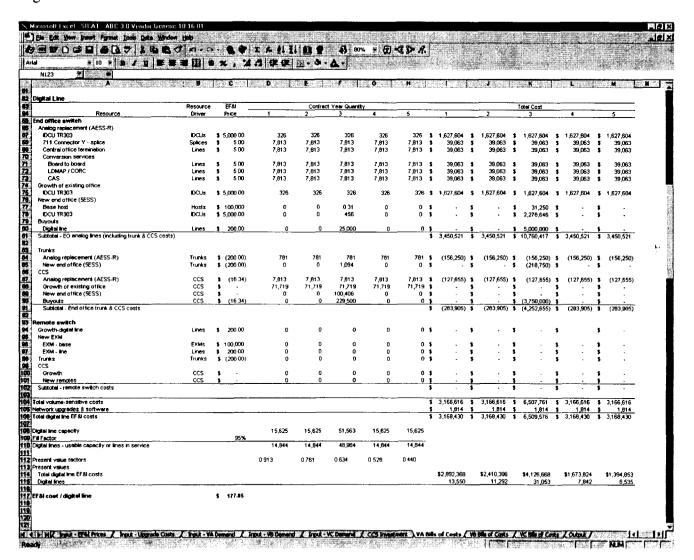
If a marginal cost per line is to be computed, the fill factor is set at engineering fill. In the example, engineering fill of 0% for analog line terminating equipment is used. If an average EF&I cost per line is to be computed, the fill factor is set at the forward-looking average utilization. The fill factor is applied to analog line capacity to determine the usable capacity of analog lines.

In the last step, the bill of costs computes the EF&I cost per analog line by dividing the sum of the present values of annual costs by the sum of the present values of analog lines. This completes the calculations for the Vendor A analog line unit investment. The bills of costs for Vendor B and Vendor C analog lines are similar to that of Vendor A.

4.1.2 Investment Per Digital Line

Figure 4.4 shows the bill of costs for the Vendor A digital line. The layout is the same as analog lines. Note that the key contract item for the Vendor A digital line is the Integrated Digital Carrier Unit (IDCU). This device provides an integrated DS1 termination on the switch. The quantities of IDCUs are computed by dividing the growth digital line forecast by the DS0s per DS1 ratio in the Input – Cost Drivers spreadsheet. This determines the number of IDCUs to be purchased for growth in digital lines during the planning period. The bills of costs for Vendor B and Vendor C analog lines are similar to that of Vendor A.

Figure 4.4



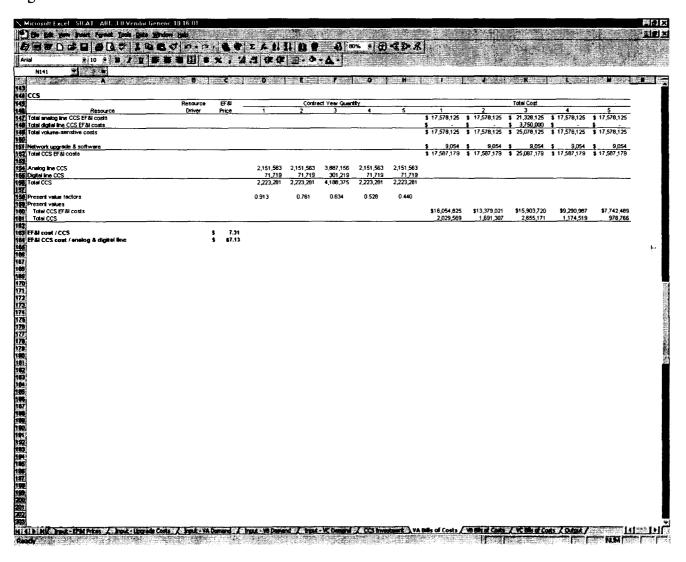
4.1.3 Average Investment Per Analog and Digital Line

SICAT computes an average investment per line reflecting a blend or weighting of the analog and digital line costs. An abbreviated bill of costs is used for this calculation. The average or blended investment per line is used in cost studies for services in which access is provided via analog and digital lines.

4.1.4 CCS Investment Per Line and Per CCS

Once CCS or usage-related costs have been removed from analog and digital line costs, they are carried to a separate bill of costs where the CCS investment per line and per CCS are calculated. The calculation is straightforward. To convert the investment per CCS to an investment per line, the investment per CCS is multiplied times the basic CCS per line. The Vendor A EF&I costs per CCS and line is shown in Figure 4.5.

Figure 4.5



4.1.5 Investment Per End Office Trunk and Tandem Trunk

Figure 4.6 shows the bills of costs for Vendor A end office and tandem trunks. The methodology follows the same approach described for lines and CCS.

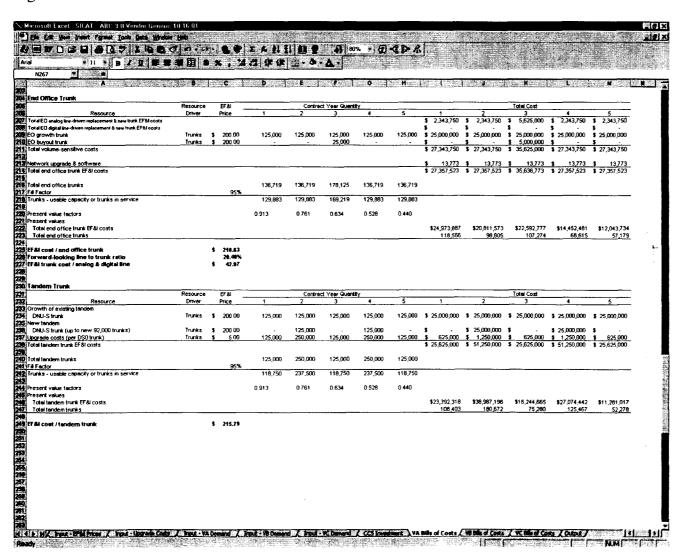
Recall that the costs of trunks associated with replacement and new switches were computed on the line bills of costs. These are carried over to the end office trunk bill of cost. Trunk costs are added for growth and buyout trunks. Prices and quantities are obtained directly from the Input spreadsheets.

Next, a share of network upgrade and software costs is added, and annual end office trunk costs are summed. After computing present values for the annual costs and usable trunk capacity (or trunks in service), the EF&I cost per trunk is calculated. This figure is divided by the forward-looking line-to-trunk ratio, which SICAT calculates, to determine the trunk cost per line. The forward-looking line to trunk ratio is different from the line to trunk ratio used to compute replacement and new switch trunks (0.0 vs. 0.0). This is because the line to trunk ratio used to compute replacement and new switch trunks is simply the number of trunks the vendor has implicitly included in the per-line prices. The forward-looking line to trunk ratio determines what the line to trunk ratio will be at the end of contract period by recognizing that SBC does not provision trunks in its switching network at this ratio.

All future tandem trunk additions are either growth additions to existing tandems or for new tandem switches. No replacements are anticipated. Consequently, the Vendor A bill of costs shown in Figure 4.6 includes annual charges for only growth and new trunks. The bill also includes tandem switch upgrade costs.

Tandem trunk costs are computed in the same fashion for Vendor B. Costs are not included for Vendor C, because SBC does not purchase tandem switches from Vendor C.

Figure 4.6



4.1.6 Feature Investment Per Line

Feature investment represents capitalized right-to-use fees for feature software installed in end office switches. In the past, feature software was purchased by paying annual right-to-use fees (RTU) per line in service. In ******** Vendor A and SBC agreed to end this fee arrangement, and instead SBC would "buyout" remaining RTU fees.

Figure 4.7 shows the calculation of the Vendor A feature investment per line. The RTU fee buyout takes place in the second year of the planning period. Present values and the unit investment are calculated as in other bills of costs. The line quantities in this case include the installed base of lines and line additions, plus ISDN line additions over the planning period. ISDN lines are added, because the feature software also supports ISDN.

The Vendor B and Vendor C bills of costs have similar calculations. The also require ISDN lines to be included in the calculations.

Figure 4.7

